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# *Baden*

TECHNOLOGIES INC.



Annual Report 2002





## *Corporate Profile*

Baden Technologies Inc. is a public company trading on the TSX Venture Exchange. Through its subsidiary FSI International Services Ltd. ("FSI"), Baden's core business is the development, marketing, manufacture, production, and installation of filtration and filtration-related products for the petrochemical, power generation, pulp & paper, and environmental industries.

FSI is a Calgary-based manufacturing and service company specializing in filtration and filtration-related technologies. Its primary market offerings are in the domestic oil and gas-related industries, and include:

- ∞ Filter Bags and Filter Vessels,
- ∞ Mobile Field Filtration Services,
- ∞ Portable Ultra Filtration Systems,
- ∞ MOLE Drill Cuttings Treatment Systems,
- ∞ AquaShield Water Removal Filters,
- ∞ Carbon Filtration Vessels,
- ∞ Telescoping Centrifuge Stands

FSI currently markets its product group in Canada and in international markets such as Russia and the Middle East. FSI has been operating in these industries since 1987.

FSI is also a global leader in the development, manufacture and installation of customized equipment in the Russian oil industry. FSI's Brine Blending Plant is a unique product, and demand for this specialized system from the major Russian oil companies is steadily increasing.

FSI is Baden's only subsidiary and is wholly owned by the Company.





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## Financial Highlights

Years ended December 31	2002	2001
<b>Revenue</b>	<b>\$1,269,657</b>	<b>\$ 9,891,718</b>
<b>Earnings</b>		
Earnings Per Share <sup>1</sup>	(0.056)	0.087
Earnings Before Interest, Taxes, Depreciation & Amortization (EBITDA)	(753,238)	1,287,387
<b>Cashflow from Continuing Operations</b>		
Cashflow Per Share from Continuing Operations <sup>1</sup>	(0.048)	0.098
<b>Working Capital</b>		
Working Capital	1,353,606	865,035
Working Capital Per Share <sup>1</sup>	0.135	0.103
<b>Net Book Value Per Share</b>	<b>0.186</b>	<b>0.139</b>
<b>Outstanding Shares</b>		
Weighted Average	10,015,405	8,252,102
Weighted Average (fully diluted)	10,015,405	8,403,793
At Period End	13,056,501	8,816,501
<sup>1</sup> Per share figures, unless otherwise specified, are based on fully diluted share figures		



## Letter to Shareholders

### Dear Fellow Shareholders:

Looking back on our previous annual report and my message to shareholders, I discussed the severe consequences from 9/11 domestically and internationally. The reduced capital expenditures that were immediately evident following this disaster had a prolonged effect on our business, most specifically in our primary market, Russia.

While we maintained cautious optimism for a business recovery from the fourth quarter of 2001 throughout 2002, it unfortunately became evident that the ramifications of this tragic event would last longer than we had hoped. Needless to say, we maintained a marketing push during the course of 2002, as our clients reassured us that all projects which were previously in active negotiations, were delayed and not cancelled.

Baden has always maintained a focused and lean organizational structure. We have a very low employee count and virtually no long term debt. This served us well throughout 2002, as it was our domestic operations which provided the majority of revenue. I am quite pleased to report that we only lost \$563,000 on an 87% decrease in revenue. We hold a cash position of approximately \$700,000 and our current assets exceed current liabilities by a factor of almost nine. We are in strong financial position.

Baden, through its wholly owned subsidiary, FSI International Services Ltd., has always received the vast majority of its business from large internationally-

based oil and gas operators. As we continually recognize, this is at times a volatile marketplace which is often difficult to operate within, and even more difficult to forecast. Witness the unforeseen world-wide implications of a "non-energy" event which occurred so far away from our primary market. However, with volatility comes the expectation of higher reward.

As 2002 progressed, management began to evaluate the longer-term direction for the Company. Recognizing the perceived and real difficulties in focusing upon one market for the majority of revenues caused us to evaluate the means to diversify our revenue stream. Quite simply, we knew we had to broaden our international markets and intensify our efforts here at home.

In Canada we increased revenue by 10% on the strength of successful marketing of our inaugural Ultra Filtration System. This mobile system is used for the conditioning of turbine engine lubricants and large-scale hydraulic oil systems. Since the commissioning of the inaugural unit in August, the Ultra Filtration System has been utilized in a variety of oil/lubricant conditioning applications. I expect that we will expand our equipment base this year as the benefits of this system are becoming more evident in the power generation and energy sectors.

Subsequent to the end of the third quarter, Baden raised \$676,000 by way of private placement via the issuance of 2,600,000 common shares at \$0.26 per share. These funds will continue to assist



Baden in further developing its international markets, and financing the expansion of our Canadian operations. Funds were raised from an investor who is providing strategic guidance in identifying and arranging new business opportunities outside of our traditional marketplaces.

For a number of months in 2002, our Russian clients indicated that their capital spending budgets were to be strengthened for the 2003 fiscal year. In the first quarter of 2003, we signed a contract with Yukos Oil Company for the design, fabrication, installation and commissioning of a brine blending plant. The value was approximately \$1.5 million CAD, and was the fourteenth plant constructed for sale internationally. This was our first significant sale since late 2001. Comparatively, the first contract for 2003 has exceeded results for all of 2002.

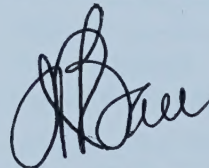
We expect confirmation for a variety of international endeavors over the coming months, including additional brine plant contracts, water filtration projects and other manufacturing contracts. As our expectation for further contracts materializes over the balance of 2003, our Russian business is again expected to provide the majority of revenue. Although large contracts will also dominate our business successes in 2003, the important difference is that we anticipate having a broader revenue stream than in prior

years, including additional markets, products and services.

Over the years we have witnessed the ups and downs of the international energy equipment market. Business conditions have an ability to change rapidly and dramatically. At times we may experience a prolonged period of "stability". However, with the world currently experiencing a sustained level of relatively high commodity prices we believe that our business will perform well in 2003. Expectations provide a certain measure of reassurance in adverse conditions, but our unchanging attitude on how we conduct business, namely enforcing strong customer relationships and expansion for "the right reasons", provides proper perspective in adverse or positive conditions.

Again, I must express my sincere thanks to our shareholders and employees. The support of our employees and all of our stakeholders through a difficult year has been and is truly valued and appreciated.

**On behalf of the Board of Directors**



**Richard Ball, President & CEO**

## *Management's Discussion and Analysis*

The following discussion is based on the Company's consolidated financial statements, which were prepared in accordance with generally accepted accounting principles. The discussion of financial conditions and results of operations should be read in conjunction with the consolidated financial statement and notes.

### **Overview**

As was the case with the latter half of 2001, conditions in 2002 meant a significant downturn in the capital spending budgets of most domestic and Russian oil producers. It is upon these capital budgets that a large portion of Baden's revenue stream is reliant. The financial results for 2002 reflect decreased revenues internationally. Domestically, the Company enjoyed a slight increase in overall operating results.

### **Operating Results**

During 2002, Baden experienced a significant decrease in revenue and earnings over 2001 results. Revenue for the year decreased to \$1,269,657 from \$9,891,718 (2001), a decrease of 87%. Net loss increased to \$563,367 from net earnings of \$728,127 (2001).

The decrease in earnings was primarily a result of the significant decrease in the sale of Brine Blending Plants and related equipment in the Russian market.

### **Cashflow and Earnings**

Earnings before interest, taxes, depreciation and amortization (EBITDA) for the year decreased to a loss of \$753,238 or \$0.075 per share (EBITDA of \$1,287,387 or \$0.153 per share in 2001).

Net earnings decreased to a loss of \$563,367 (or a loss of \$0.056 per share) from earnings of \$728,127 (or \$0.087 per share in 2001). This represents a decrease in profitability of 177.4% for the year to year comparison.

Operating cashflow (excluding changes in non-cash working capital) decreased for the year ended December 31, 2002 to a net outflow of \$484,490 from a net cashflow of \$824,510 for the same period ended December 31, 2001. Cash increased \$456,893 compared to a cash increase of \$266,584 for the same period last year. Increased cash was a result of several private share placements that occurred throughout the year (see Note 9, Share Capital, below).

### **Operating Costs and Expenses**

Selling, General and Administrative expenses ("SGA") increased to \$800,439 from \$673,059 in 2001, an increase of 18.9%. In years in which there are large contracts for items such as Brine Blending Plants, a portion of SGA is allocated to Cost of Sales.



## Income Taxes

While the expected tax rate decreased to 39.24% (from 42.12% for 2001; combined Federal and Alberta income tax rates), the effective rates differed. The effective tax rate for 2001 was 38.42%. For 2002, there is a tax recovery resulting from the application of current year's losses to prior years' income.

## Liquidity and Resources

Working capital for the year ended December 31, 2002 increased by 56.5% to \$1,353,606 from \$865,035 in 2001. This increase is due primarily to the cash provided by financing from the three private placements completed during the year.

The Company continues to be highly liquid, which is reflected in the increase in the current ratio (current assets divided by current liabilities) to 8.86 in 2002 from 2.83 in 2001. The majority of Baden's liabilities are in the form of current operating debts, and are significantly decreased (\$172,159 at December 31, 2002 compared to \$471,729 at December 31, 2001).

Despite decreased operational results, the Company continues to maintain good financial position through liquidity. This, in turn, means Baden is in good financial position for future project-specific borrowing requirements and expansion.

## Risk and Uncertainty

The majority of the products provided by Baden are supplied to clients within the oil and gas industries, both in Canada and internationally. Many of these products are of sufficient size that they are included in the capital spending budgets of Baden's clients. These budgets are directly influenced by the world market price of oil, and for this reason, the purchase decisions of our clients are often beyond influence on the part of Baden's salespersons.

Also, the extended cycle of contract negotiation, production, and delivery of products such as the Brine Blending Plant mean that operating results may fluctuate significantly between financial reporting periods.

Baden maintains its commitment to its shareholders by maintaining operational efficiency and strong cost controls during periods of reduced market activity. The company also maintains a strong personal sales presence in its markets, both through our senior management team's client visits and through Baden's agents.

The Company also maintains public liability insurance, work-in-progress and inventory insurance, and foreign liability insurance. In all areas of our operations we attempt to protect both our shareholders and our valued employees.

In terms of mitigating payment risk from foreign clients, Baden (through its subsidiary FSI International) has developed a strong working relationship with the Canadian Commercial Corporation ("CCC"). CCC provides project-specific work-in-progress financing for many of FSI's foreign export contracts.

In over ten years of export sales, FSI has encountered no problems related to non-payment or bad debts on the part of our foreign clients.



## *Auditor's Report*

To the Shareholders of Baden Technologies Inc.:

We have audited the consolidated balance sheet of Baden Technologies Inc. as at December 31, 2002 and 2001 and the consolidated statements of loss and retained earnings and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2002 and 2001 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

*Moody Shikang Beale LLP*

Chartered Accountants

Calgary, Alberta  
March 14, 2003



## *Management's Report*

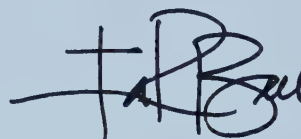
The consolidated financial statements of Baden Technologies Inc. were prepared by management in accordance with accounting principles generally accepted in Canada. The financial and operating information presented in this statutory report is consistent with that shown in the financial statements.

Management has designed and maintains a system of internal controls to provide reasonable assurance that all assets are safeguarded and to facilitate the preparation of financial statements for reporting purposes. Timely release of the financial information necessitates the use of estimates when transactions affecting the current accounting period cannot be finalized until future periods. Such estimates are based on careful judgments made by management.

External auditors appointed by the shareholders have conducted an independent examination of the corporate and accounting records in order to express their opinion on the financial statements. The Audit Committee has met with the external auditors and management in order to determine if management has fulfilled its responsibilities in the preparation of the financial statements. The Audit Committee has reported its findings to the Board of Directors and the Board has approved the consolidated financial statements.

A handwritten signature in black ink, appearing to read 'I. Ball'.

I. Richard Ball  
President & CEO

A handwritten signature in black ink, appearing to read 'I. Ball'.

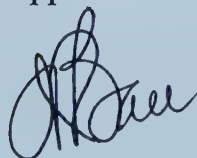
Ian R. Ball  
Chief Financial Officer



*Audited Financial Statements**Consolidated Balance Sheets***December 31, 2002 and 2001**

	2002 \$	2001 \$
<b>ASSETS</b>		
Current		
Cash	698,177	241,284
Accounts receivable	378,593	635,142
Inventories (Note 4)	372,466	399,125
Prepaid expenses and other	76,529	61,213
	1,525,765	1,336,764
Capital assets (Note 5)	521,556	346,738
<b>Total Assets</b>	<b>2,047,321</b>	<b>1,683,502</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Current		
Bank loan (Note 6)	-	60,000
Accounts payable and accrued liabilities	152,868	255,635
Deferred revenue	-	140,166
Current portion of long term debt (Note 7)	19,291	15,928
	172,159	471,729
Long term debt (Note 7)	10,481	31,373
Future income taxes (Note 8)	-	12,421
<b>Total Liabilities</b>	<b>182,640</b>	<b>515,523</b>
Shareholders' equity		
Share capital (Note 9)	1,638,426	378,357
Retained earnings	226,255	789,622
<b>Total Shareholders' Equity</b>	<b>1,864,681</b>	<b>1,167,979</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>2,047,321</b>	<b>1,683,502</b>

Approved on behalf of the Board



Director



Director



*Audited Financial Statements**Consolidated Statement of Loss and Retained Earnings***For the Years Ended December 31, 2002 and 2001**

	2002 \$	2001 \$
<b>Revenue</b>	<b>1,269,657</b>	<b>9,891,718</b>
<b>Expenses</b>		
Cost of sales	1,222,456	7,931,272
Selling, general and administrative	800,439	673,059
Interest on long term debt	20,186	23,565
Amortization	91,298	83,962
	<b>2,134,379</b>	<b>8,711,858</b>
<b>Income (loss) before income taxes</b>	<b>(864,722)</b>	<b>1,179,860</b>
<b>Income taxes (recovered)</b>		
Current	(288,934)	439,312
Future	(12,421)	12,421
	<b>(301,355)</b>	<b>451,733</b>
<b>Net income (loss)</b>	<b>(563,367)</b>	<b>728,127</b>
<b>Retained earnings (deficit) - beginning of year</b>	<b>789,622</b>	<b>(494,944)</b>
Preferred shares	-	650,000
Normal course issuer bid	-	(93,561)
<b>Retained earnings (deficit) – end of year</b>	<b>226,255</b>	<b>789,622</b>
<b>Earnings per share</b> (Note 9)		
Basic	<b>(0.056)</b>	0.088
Diluted	<b>(0.056)</b>	0.087



*Audited Financial Statements**Consolidated Statement of Cash Flows***For the Years Ended December 31, 2002 and 2001**

	2002	2001
	\$	\$
<b>Operating activities</b>		
Net income	(563,367)	728,127
Items not affecting cash		
Amortization	91,298	83,962
Future income taxes	(12,421)	12,421
	(484,490)	824,510
Change in non-cash working capital (Note 13)	(35,041)	(337,013)
	(519,531)	487,497
<b>Investing activities</b>		
Purchase of capital assets	(266,116)	(134,315)
<b>Financing activities</b>		
Issuance of shares	1,225,000	404,110
Proceeds on exercise of options	92,500	12,500
Normal course issuer bids	-	(104,081)
Share issue costs	(57,431)	(27,833)
Repayment of long term debt	(17,529)	(371,294)
	1,242,540	(86,598)
<b>Increase in cash flow</b>	456,893	266,584
<b>Cash (deficiency) - beginning of year</b>	241,284	(25,300)
<b>Cash - end of year</b>	698,177	241,284
<b>Supplemental information</b>		
Interest paid	12,599	20,644
Income taxes paid (recovered)	(254,063)	608,821

## Notes to Financial Statements

### 1. Description of operations

The Company develops, manufactures, produces, installs, sells and rents various product groups intended to satisfy the filtration needs of the petrochemical, power generation, pulp and paper and environmental industries. The Company currently markets its product group in Canada and in international markets such as Russia and the Middle East.

### 2. Business combination

On March 30, 2001, Baden acquired all of the issued and outstanding common shares of FSI International Services Ltd. ("FSI") by issuing 6,000,001 common shares of Baden for a net purchase price of \$404,110. After giving effect to the transaction, the former shareholders of FSI held approximately 66.67% of the common shares of the Company such that control of Baden passed to the former shareholders of FSI. Accordingly, the acquisition has been accounted as a reverse takeover using the purchase method whereby FSI is deemed to be the acquirer of the assets and operations of Baden.

The fair value of the net assets of Baden at the time of the deemed acquisition:

Cash	431,244
Working capital	<u>(27,134)</u>
	<u>404,110</u>

The cost of the deemed acquisition was paid as follows:

6,000,001 common shares	461,284
Transaction costs	<u>(57,174)</u>
	<u>404,110</u>

### 3. Summary of significant accounting policies

#### *Basis of presentation*

The consolidated financial statements include the accounts of the Company and its wholly owned subsidiary, FSI International Services Ltd. They include the assets, liabilities and operations of FSI since incorporation. The operations of Baden Technologies Inc. are included from March 30, 2001.

#### *Inventories*

Inventory of parts and materials are valued at the lower of cost and net realizable value. Costs are determined on a first-in, first-out basis.



### 3. Summary of significant accounting policies *(continued)*

#### ***Capital assets***

Capital assets are recorded at cost less accumulated amortization. Amortization is based on the assets' estimated useful lives.

Filtration equipment	20%	declining balance method
Computer equipment	30%	declining balance method
Office equipment	20%	declining balance method
Automotive	30%	declining balance method
Portable building	10%	declining balance method
Leasehold improvements	3 years	straight-line method
Computer software	100%	declining balance method

#### ***Revenue recognition***

Manufacturing revenues and product sales are recognized when the products are delivered to the customer.

Installation revenues are recognized on a percentage of completion basis throughout the installation phase of the contract.

Rental revenue is recognized when the equipment's service is provided.

Parts sales revenue is recognized when the goods are shipped.

#### ***Income taxes***

Income taxes are recorded using the liability method of accounting. Under this method, future income tax liabilities are determined by applying the tax rate at the end of the accounting period to the temporary difference between the accounting and tax bases of the Company's assets and liabilities. The future benefit of current and past tax losses is recognized whenever it is more likely than not that the Company will be able to generate sufficient future taxable income to utilize the tax losses before they expire.

#### ***Earnings per share***

Effective January 1, 2001, the Company adopted a new accounting standard relating to the calculation and disclosure of per share information. Under the new standard, diluted per share information is calculated using the treasury stock method. The treasury stock method assumes the notional exercise of all in-the-money stock options and that all notional proceeds to the Company are used to repurchase the Company's stock at the average market price during the period. No adjustment to diluted earnings per share is made if the result of this calculation is anti-dilutive.

3. Summary of significant accounting policies (*continued*)***Stock based compensation***

The Company has a share option plan. No compensation expense is recognized when stock options are issued pursuant to the plan. Amounts received on exercise of stock options are credited to share capital.

***Use of estimates***

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. The most significant of these estimates are related to the recording of inventory and capital assets. Actual results could differ from these estimates.

## 4. Inventories

	2002	2001
	\$	\$
Parts and materials	181,195	211,090
Work in progress	191,271	188,035
	372,466	399,125



**5. Capital assets**

	2002		
	Cost	Accumulated amortization	Net book value
	\$	\$	\$
Filtration equipment	625,061	251,386	373,675
Computer equipment	130,803	86,516	44,287
Office equipment	75,832	52,730	23,102
Automotive	107,517	56,197	51,320
Portable building	39,208	10,314	28,894
Leasehold improvements	16,011	15,733	278
Computer software	18,400	18,400	-
	1,012,832	491,276	521,556

	2001		
	Cost	Accumulated amortization	Net book value
	\$	\$	\$
Filtration equipment	363,471	202,980	160,491
Computer equipment	126,277	68,386	57,891
Office equipment	75,832	48,177	27,655
Automotive	107,517	43,365	64,152
Portable building	39,208	7,105	32,103
Leasehold improvements	16,011	14,634	1,377
Computer software	18,400	15,331	3,069
	746,716	399,978	346,738

Capital assets include assets under finance contracts in the amount of \$52,320.

**6. Bank loan**

The bank loan bore interest at prime plus 1.25%, was due on demand, and was supported by a general assignment of book debts, the limited personal guarantees of the President and his spouse, and an assignment of insurance on the life of the President. The effective interest rate as at December 31, 2001 was 5.25%. The maximum credit limit available was the lesser of \$125,000 and 75% of accounts receivable.

In June 2002, the bank loan was repaid and the Company did not renew the credit facility.

**7. Long term debt**

	2002 \$	2001 \$
Finance contracts, repayable in monthly blended installments of \$1,776 including principal and interest charged at 10.5% per annum, due between May 2004 and July 2004. The finance contracts are secured by the title to certain vehicles.	29,772	47,301
Current portion	(19,291)	(15,928)
	10,481	31,373
Principal repayment terms are approximately:		
2003	17,529	
2004	19,291	
2005	10,551	
	47,371	

**8. Income taxes**

The components of the future income tax liability at December 31, 2002 and 2001 are as follows:

	2002 \$	2001 \$
Future income tax assets:		
Non-capital losses carried forward	46,297	-
Share issue costs	71,884	-
	118,181	-
Future income tax liabilities:		
Capital assets	13,917	12,421
Net future income tax asset before valuation allowance	104,264	(12,421)
Valuation allowance	(104,264)	-
Net future income tax liability	-	(12,421)



8. Income taxes (*continued*)

The provision for income taxes differs from the result which would be obtained by applying the combined Canadian federal and provincial statutory income tax rate of 39.24% to income before income taxes. The difference results from the following:

	2002 \$	2001 \$
Income (loss) before provision for income taxes	(864,722)	1,179,860
Expected tax at 39.24% (2001 - 42.12%)	(339,317)	496,957
Realization of previously unrecognized loss carryforwards	-	(55,581)
Non-recognition of benefit of current year's tax loss	44,181	-
Other	(6,219)	10,357
Income tax expense (recovery)	(301,355)	451,733

The Company has \$112,591 in non-capital losses available to claim against future taxable income which expire in 2009.

## 9. Share capital

*Authorized share capital:*

Unlimited common shares  
Unlimited preferred shares

*Issued:*

	2002		2001	
	Number of shares	Stated value \$	Number of shares	Stated value \$
Common shares				
Balance, beginning of year	8,816,501	378,357	3,000,000	100
Issued for cash	3,900,000	1,225,000	-	-
Issued in respect of reverse takeover	-	-	6,000,001	404,110
Acquired and to be cancelled	-	-	(233,500)	(10,520)
Issued on exercise of stock options	340,000	92,500	50,000	12,500
Share issue costs	-	(57,431)	-	(27,833)
	13,056,501	1,638,426	8,816,501	378,357

In November 2002, the Company issued 2,600,000 common shares at a price of \$0.26 per share for total gross proceeds of \$676,000 on a private placement issue. The cost

of issuance was \$2,980.

#### 9. Share capital (*continued*)

On June 26, 2002, the Subscriber sold 300,000 common shares to an unrelated third party for \$0.43 per share for total gross proceeds of \$129,000. The Company then issued 300,000 units to the Subscriber for aggregate proceeds of \$129,000. The cost of issuance was \$12,730. Each unit consists of one common share of the Company and one-half common share purchase warrant. Each common share purchase warrant entitles the holder to purchase one common share of the Company at any time on or before June 26, 2004 for \$0.60. The warrants were issued to compensate the Subscriber for exchanging free trading shares for restricted shares and for triggering a taxable event. It is management's opinion that the warrants represent a cost of obtaining the \$129,000. The estimated fair value of the warrants of \$0.30 per share has been determined using the Black-Scholes option-pricing model on the assumption that the volatility is 132%, the expected life is 2 years, and the risk-free rate of return is 3.0%. The aggregate fair value of the warrants issued being \$34,000 is equal to the fair value of the share issue costs and no adjustment is required to shareholders' equity.

On April 19, 2002, a private Alberta company wholly owned by a trust established for the benefit of the family of the president (the "Subscriber"), sold 1,000,000 common shares to an unrelated third party for \$0.42 per share for total gross proceeds of \$420,000. The Company then issued 1,000,000 units to the Subscriber for aggregate proceeds of \$420,000. The cost of issuance was \$41,721. Each unit consists of one common share of the Company and one-half common share purchase warrant. Each common share purchase warrant entitles the holder to purchase one common share of the Company at any time on or before April 19, 2004 for \$0.50. The warrants were issued to compensate the Subscriber for exchanging free trading shares for restricted shares and for triggering a taxable event. It is management's opinion that the warrants represent a cost of obtaining the \$420,000. The estimated fair value of the warrants of \$0.34 per share has been determined using the Black-Scholes option-pricing model on the assumption that the volatility is 145%, the expected life is 2 years, and the risk-free rate of return is 3.0%. The aggregate fair value of the warrants issued being \$140,000 is equal to the fair value of the share issue costs and no adjustment is required to shareholders' equity.

#### ***Stock options:***

The Company maintains a Stock Option Plan (the "Plan") for directors and certain officers, employees and consultants of the company. Each option entitles the holder to acquire one share of the Company. The Board of Directors has reserved a total of ten percent (10%) of the issued and outstanding common shares of the Company for issuance of stock options. Stock options granted under the Plan may not be outstanding for a period of more than five years and the exercise price must be paid in full upon exercise of the option.



9. Share capital (*continued*)

A summary of the status of the Company's Plan and other options as of December 31, 2002, and changes during the period is presented below:

	Number of options	2002 Weighted average exercise price \$	Number of options	2001 Weighted average exercise price \$
Outstanding, beginning of year	750,000	0.27	500,000	0.25
Granted	40,000	0.40	300,000	0.30
Exercised	(340,000)	0.27	(50,000)	0.25
Outstanding, end of year	450,000	0.28	750,000	0.27
Exercisable, end of year	420,000	0.27	750,000	0.27

Options outstanding and exercisable:

Exercise price \$	Number outstanding	2002 Weighted average remaining life in years	Number outstanding	2001 Weighted average remaining life in years
0.25	260,000	2.70	450,000	3.65
0.30	150,000	3.25	300,000	4.25
0.40	40,000	4.67	-	-
	<u>450,000</u>		<u>750,000</u>	

On September 1, 2002, 40,000 stock options were granted to a consultant of the Company. Each stock option entitles the holder to purchase one common share of the Company for \$0.40. The stock options vest at a rate of 10,000 stock options per quarter, beginning December 1, 2002. The expiry date of the stock options is September 7, 2007.

***Normal course issuer bids***

Pursuant to normal course issuer bids during 2001, the Company acquired 233,500 common shares at an average price of \$0.45 per share. The excess cost of acquisition over stated value of \$93,561 was charged to retained earnings. The Company did not acquire any shares during 2002, and the bid expired on November 12, 2002.

***Weighted average number of common shares***

Earnings per share and cash flow from operations per share have been calculated based on the weighted average number of common shares outstanding during the year of 10,015,405 (2001 - 8,252,102).

## 9. Share capital *(continued)*

As the exercise price of all stock options was greater than the weighted average market price of the Company's shares in 2002, all options are anti-dilutive and therefore have been excluded from the diluted earnings per share calculation in 2002. As the exercise price of all stock options was less than the weighted average market price of the Company's shares in 2001, all options were dilutive and therefore have been included in the diluted earnings per share calculation. The diluted weighted average number of common shares outstanding during the year is 10,015,405 (2001 – 8,403,793).

### ***Pro forma disclosure***

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option pricing model with the following weighted average assumptions used for grants in 2002: zero dividend yield; expected volatility of 132%; risk-free rate of 2.9%; and expected life of five years. The weighted average fair value of stock options granted during the year was \$0.19 per option.

In management's opinion, had the Company accounted for employee stock options granted after January 1, 2002 using the fair value based method, the adjustment to the Company's pro forma net earnings and earnings per share would be insignificant.

## 10. Preferred shares

Because the redemption of the preferred shares was at the option of the holder, the redemption amount of the preferred shares was recorded as a non-current liability with a corresponding charge to retained earnings in 2000. As a result of the reverse takeover transaction (Note 2), the redemption feature of these preferred shares was terminated and accordingly their redemption amount has been added to retained earnings.

## 11. Lease commitments

The Company has operating leases on its office building, vehicles, and some office equipment. The future minimum annual payments under the lease are as follows:

2003	112,810
2004	13,295
2005	8,317
2006	579



## 12. Financial instruments

### *Fair values*

The Company's financial instruments consist of cash, accounts receivable, bank indebtedness, bank loan, accounts payable and accrued liabilities, and long term debt. Unless otherwise noted, it is management's opinion that the Company is not exposed to significant interest, currency or credit risks arising from these financial instruments. The fair value of these financial instruments approximate their carrying values, unless otherwise noted.

### *Interest rate risk*

The Company is exposed to interest price risk to the extent that the finance contracts bear fixed rates of interest.

### *Credit risk*

The Company is exposed to credit risk on the accounts receivable from its customers. In order to reduce its risk, the Company requires bank letters of credit on all foreign sales. As such, the Company does not have significant exposure to any individual customer.

## 13. Changes in non-cash working capital

	2002	2001
	\$	\$
Accounts receivable	256,549	(330,167)
Inventories	26,659	235,335
Prepaid expenses and other	(15,316)	(4,099)
Bank loan	(60,000)	(60,000)
Accounts payable and accrued liabilities	(102,767)	(318,248)
Deferred revenue	(140,166)	140,166
	(35,041)	(337,013)

#### 14. Segmented information

The Company operates in two geographic segments within one industry segment. Product sales and services are provided to both Canada and Russia. The amounts related to each segment are as follows:

	2002		
	Canada	Russia	Total
	\$	\$	\$
Revenue	824,936	443,705	1,268,641
Capital assets	521,556	-	521,556

	2001		
	Canada	Russia	Total
	\$	\$	\$
Revenue	744,847	9,142,690	9,887,537
Capital assets	346,738	-	346,738



## Corporate Information

### Directors

#### I. Richard Ball <sup>1</sup>

Chairman of the Board of Directors  
President and Chief Executive Officer,  
Baden Technologies Inc.

#### Ian R. Ball

Director  
Chief Financial Officer,  
Baden Technologies Inc.

#### Robert Bolton <sup>2</sup>

Director

#### Dennis L. Nerland <sup>1 2</sup>

Director  
Partner,  
Shea Nerland Calnan

#### Gerald Olson <sup>1 2</sup>

Director

<sup>1</sup> Member Audit Committee

<sup>2</sup> Member Compensation Committee

### Corporate Counsel

Joe Brennan  
Shea Nerland Calnan

### Bankers

TD Canada Trust  
Calgary, Alberta

### Auditors

Moody Shikaze Boulet LLP  
Calgary, Alberta

### Investor Relations

Redwood Capital Corporation  
Calgary, Alberta  
(403) 374-1234

### Stock Exchange Listings

TSX Venture Exchange  
Trading Symbol BDZ

### Registrar and Transfer Agent

Computershare Trust Company of Canada  
Calgary, Alberta

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